PS Principles

PS
PRINCIPLES

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PROFESSIONAL SERVICES INDUSTRY

PROFILE

Professional services is generally categorized in broad terms. The definition is often listed as any company that is conducting business as a service provider instead of manufacturing physical products.

Professional services is already a major source of employment for most developed economies and that trend is expected to continue well into the future. According to Business Wire, the value of the professional services industry is on pace to grow to more than $7 Billion (USD) worldwide by 2025.

SERVICES

- Accounting
- Tech
- Advertising
- Consulting

FIRMS

- Accenture
- Microsoft
- Gartner
- CDW

6 KEY PS INDUSTRY STATS

- 910,000 professional services firms in the US alone (FirstResearch)

- 44% of professional services firms cite increased competition as the top challenge in today's business environment (Mavenlink)

- 84% of customers say they would purchase more from a firm with excellent customer service (FinancesOnline)

- 27% of all professional services projects go over budget (Wellingtone, 2020)

- Failed IT projects cost the United States $50-$150 Billion in lost revenue and productivity (Axelos, 2019)

- To improve project success, 68% of organizations emphasis developing leadership skills (PMI, 2020)

PS PRINCIPLES

OVERVIEW

PS Principles is a combination of content, software and managed services that transforms the way professional services teams deliver customer-facing projects. Whether embedded professional services in a product company or stand alone consulting firms, PS Principles can help improve the success rate of implementation projects.

CLIENTS

- Hitachi
- CDW
- Plex
- Five9
- Equinix
- Veson Nautical
- And many more!

PS PRINCIPLES APPROACH

- Choose the format that works best for your firm. Whether that's online consultant trainings or in-person workshops, we're here to help your team get where they need to be.

- Deliver content that is approachable, easy to understand, and that has been previously tested in the field. PS Principles only teaches what we know works.

- Encourage action to disrupt ingrained thinking patterns within the organization.

- **Note - This approach is applicable to all sorts of professional skills. If you have other ones that you don't see listed on our website, please don't hesitate to contact us and see how we can work together.**
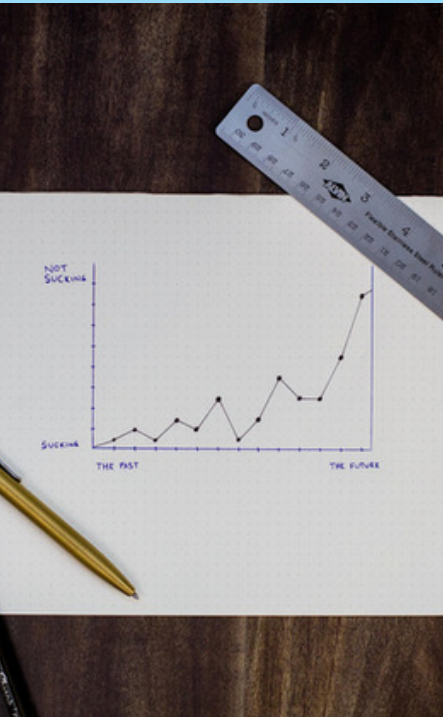
MEDIA REACH

457
followers

516
followers

1,456
views per month

CASE STUDY: QUADIENT

OVERVIEW

Quadient's EMEA and North American branches worked with PS Principles to enhance their consultant's professional services skills. Quadient finished the training in 2016 and its North American branch did the 8K certification program in 2019. The results speak for themselves.

RESULTS

Since Quadient finished the trainings, here's some notable highlights:

- **100% increase in contribution margin**
- **64% increase in customers willing to reference post project**
- **31% increase in PS deal size**

PRODUCTS & SERVICES USED

- Rapid Alignment Workshop
- PS Principles Training Content
- Project Sherpa Consultant Certification Program
- PS Principles 8K Certification

CONTACT

People wishing to talk to Quadient to discuss their experience working with PS Principles can reach out to Greg Park at g.park@quadient.com.

SHANE ANASTASI | CEO & FOUNDER

BACKGROUND

Shane has 30 years experience in the delivery of enterprise professional services and founded PS Principles in 2014 after publishing his ground-breaking book, The Seven Principles of Professional Services, which has become the standard orientation guide for customer-facing consultants. The goal of PS Principles was to help customer-facing project teams deliver their projects more successfully. Shortly after founding the company, he put the theories to the ultimate test by becoming the CEO of CirrusOne, a CPQ implementation start-up. Using the principles he created, Shane and the other partners took the company from 3 to almost 50 employees in 2.5 years becoming one of the leading systems integrators in the CPQ space for multiple vendors.

Shane has a unique blend of enterprise sensibility and start-up abandon. A desire to use tried and true methods while also reinventing and challenging the status quo.

EXPERIENCE

- IBM
- SingTel
- Salesforce
- Badgeville
- Vignette Corporation
- Kimble Applications

AVAILABLE FOR:

- Workshops
- Trainings
- Talks
- Consulting

CONTACT PS PRINCIPLES

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- **Contact Page** - https://www.psprinciples.com/about-us